

Virginia Department of Business Assistance

Fiscal 2006 Annual Report

Existing Business Services

- nearly 26,000 problems solved
- developed content for the state's new business portal ~ www.business.virginia.gov
- trained more than 3,500 SWAM businesses

Existing Business Services (EBS) continued to provide businesses with information and assistance through various programs in fiscal 2006.

Nearly 26,000 problems were solved through one of EBS's signature services, the Virginia Business Information Center (VBIC). Each year, VBIC representatives respond to business related inquiries through telephone, email and an online live-chat feature. This service is most useful to new businesses – a fast growing segment of Virginia's economy.

EBS also developed the content for the state's new business portal, www.business.virginia.gov, which was introduced in October of 2005. This web-based portal was created, with assistance from the Virginia Information Technology Agency (VITA), to provide

easy access to real world business questions and has proven to be another very effective and cost efficient way to support the positive business climate in the Commonwealth.

More than 3,500 small, women and minority-owned (SWAM) businesses were trained to do business with the state through EBS's Procurement Assistance Program. This year, the product also expanded into one-on-one counseling sessions and advanced topical training areas – providing a total of 37 training workshops throughout the Commonwealth.

Additionally, EBS continued to provide specialized events in the state's southwest region to spark new business formation and to educate existing businesses about the state's business support programs. In addition to various company specific projects, EBS addressed broader topics such as entrepreneurship, angel networks and university-based technology commercialization with statewide business groups.



Financial Services

- administered \$6 million in financing involving 103 businesses & local industrial development authorities
- created and/or retained 1,447 jobs
- introduced two new statewide direct loan programs

The Virginia Small Business Financing Authority (VSBFA) is managed by DBA's financial services division. During fiscal 2006, the VSBFA administered \$6 million in financing committed to 103 businesses and local industrial development authorities, resulting in \$201 million in additional financing and ensuring the creation or retention of 1,447 jobs in the Commonwealth.

In their outreach efforts, finance representatives conducted 184 presentations to businesses, trade associations and localities to inform communities about VSBFA's economic development financing programs – including government loan guarantees, direct loans and multi-million dollar financing packages to assist in Commonwealth business expansion and recruitment efforts. During fiscal 2006, technical and financing assistance was also extended to nearly 700 contacts.

The VSBFA also introduced two new statewide direct loan programs to assist the Commonwealth's business communities – the Virginic Community Reinvestment Program and our New Market Tax Credit Loan Program.



Our Business Is Your Success

Virginia Department of Business Assistance

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Workforce Services Virginia Jobs Investment Program

- assisted 575 companies involving 13,252 jobs
- generated approximately \$1,770 per job in annual state tax revenues
- WSVJIP recovery time achieved in less than 4 months

The Workforce Services Virginia Jobs Investment Program (WSVJIP) celebrated its 40th year of service as a cornerstone in Virginia economic development. In this time, the program has supported the Commonwealth's economic development marketing efforts in recruiting new businesses and encouraging existing businesses to expand. WSVJIP reduces the human resource development cost to new and expanding companies that are

creating jobs.

In fiscal 2006, WSVJIP assisted 575 companies creating 13,252 jobs and more than \$7.5 billion in new capital investment. The program funded jobs averaging \$17.67 per hour or \$36,754 annually – generating approximately \$1,770 per job in annual state tax revenues.

This economic development incentive is performance-based and no funding is expended until the capital investment has been made and the company creates the jobs. The WSVJIP's goal is to recover its investment within one year. With an average \$577 funded per job, the program's recovery time was achieved in less than four months.



Other Agency Activities

- approximately 65 events were held statewide during Business Appreciation Week 2006
- save the date for Business Appreciation Week 2007, May 13 - 20

Virginia Economic Development Seminars – DBA offers educational and networking opportunities for the Commonwealth's business and economic development communities. This provides businesses and business advocates a chance to learn more about business trends and various levels of government initiatives. This year, seminar topics included workforce development, existing business expansion and state contracting for small, woman and minority-owned businesses.

Business Appreciation Week (BAW) – Governor Tim Kaine proclaimed May 14- 20, 2006 as Business

Appreciation Week in the Commonwealth. Each year, DBA serves as a catalyst for this weeklong recognition – assisting localities plan events to thank the businesses in their communities. This year's theme, "Navigating Virginia's Future," was intended to acknowledge the ideals and determination of businesses throughout the Commonwealth.

To kick-off the week, DBA organized the Governor's Business Appreciation Week Breakfast where Governor Kaine delivered a personal keynote to Virginia's distinguished business leaders. Following the Governor's breakfast, localities hosted approximately 65 Business Appreciation Week events throughout the state.

BUSINESS APPRECIATION WEEK



May 13 - 20, 2006